



Connect to Success Mentee Profile



Name of Company: Acquawise Consulting

Give a brief description of the company.

Acquawise Consulting, L.da is based in Óbidos, Portugal, and practices hands-on consultancy and capacity building in management, operation and safety of drinking water supply and sanitation systems.

Acquawise's main objective is to support public and private entities to implement value-added solutions that enhance the protection of public health, the sustainability of the service provided and consumer satisfaction as well as compliance with legal requirements.

Acquawise comprises expertise in a wide range of specialities: Water and Sanitation Regulamentation | Water and Sanitation Safety Plans | Infrastructure Asset Management | Efficient Water and Energy Management | Performance Audits of Water and Sanitation Services Providers | Training.

What does your business hope to achieve through Connect to Success's Corporate Mentoring Program?

By participating on the mentoring program, we want to address our business management skills limitations and overcome the difficulties in managing a consultancy business, so specific as ours is, namely:

- Marketing/Selling a service that is very difficult to quantify in terms of return of investment, since results are not achievable in a short term and very dependent on the "client".
- Defining a better business strategy for national and international markets.